MAIL TO: Office of the Attorney General Registry of Charitable Trusts P.O. Box 903447 Sacramento, CA 94203-4470

STREET ADDRESS: 1300 I Street, Room 1130 Sacramento, CA 95814 Telephone: (916) 323-5079

WEBSITE ADDRESS:

COMMERCIAL FUNDRAISER FOR CHARITABLE PURPOSES

2000 ANNUAL FINANCIAL REPORT

(California Government Code Section 12599)

Failure to file annual financial report by January 30 annually for each calendar year of solicitation may result in fines or filing penalties as defined in Government Code Section 12586.1 (Recently enacted).

An annual financial report must be filed for each event for each charity solicited for during the previous calendar year.



http://caag.state.ca.us/charities/					
Name and Address of Commercial Fundraiser:		Name and Address of C	haritable Or	ganization or Charitable Purposes:	
CF Number <u>4 3 6</u>	-	CT No. 4332	F.E.I.N	1. No. 94-1153307	
MKTG TeleServices, Inc.		SIERRA CLUB			
Name of Commercial Fundraiser		Name of Charity			
101 Continental Blvd., Suite 400		85 Second Street,	Second F	loor	
Address of Commercial Fundraiser		Address of Charity			
El Segundo CA 90245		San Francisco	CA	94105-3441	
City, State, and ZIP Code of Commercial Fundraiser		City, State, and ZIP Coo			
Telemarketing held (c	1/1/2002	200to 3/31/2002		, 200	
(Type of Activity)	n) (from),	(Date or dates must be s	shown)	, 200	
		,	, ,	•	
REVENUE A. Cash contributions			A.		
B. Entertainment sales or admission charges	;		В.	•	
C. Sales from products					
D. Advertisement sales			— ₽.	•	
E. Membership fees F. Other sources: (Specify)			E. ·		
a,			Fa.		
b	-		Fb.		
C	-		Fc. 1	110000	
d.	_	·	Fd.	96,999	
G. TOTAL REVENUE					
2. EXPENSES (SEE ATTACHED)					
A. Fees or commissions			A.	•	
B. Salaries			В.		
C. Payroll taxes			C.		
D. Employee benefits E. Cost of merchandise for resale			D. E.		
F. Cost of entertainment			F.	,	
G. Postage			G.		
H. Advertising			н.		
I. Telephone	•		';		
J. Rental of equipment K. Facilities charge			J. K.		
L. Permits			i		
M. Other expenses: (Specify)					
a	-		Ma.		
b			Mb. Mc.		
d			Md.	\$65,240	
N. TOTALEXPENSES				N.	
	#ablibary			\$81,259	
3. Distribution or net to charitable organization or characteristics.	aritable purposes			\$01,235	
4. (a) Is any officer, director, partner or owner or charitable organization for which the Commercial Fur	f the Commercial Fundra	iser in any way affiliated	with or con	trol, diretly or indirectly, the	
Yes 2] No If "yes," compl	ete the following:				
Name of officer director parties of course of	Name	d address of	r	Polationship of officer of	
Name of officer, director, partner or owner of Commercial Fundraiser		organization		Relationship of officer, etc. To charitable organization	
	Onditable	3			
(b) Ear and affiliation identified in 4(c) of	icab conv. of the contract	hobycon the commercial	fundrainar i	and the checks	
(b) For each affiliation identified in 4(a), at					
Under hertalties of nedure Abeclare than I have examined this report, including accompanying documents, schedules and statements, and to the best					
	nplete. Paul S. Papi	ch Sn. Vie	œ Presid	ent -linlo	
	Printed Name	V	Title	Date	
	rganization for verifying the d	istribution	,0	Dass	
	Deborah Sor		nt Sprp	elaky 7/2/02	
,	Printed Name		Title	Date ,	
	Lynn S.	Smith Assis	that	Secretary 7/2/03	
Clanding of withortype officerbirator Pharitia	Drintod Momo		T:412	Nat.	

Attorney General's Registry of Charitable Trusis

7007 & 3 2005

RECEIVED

MKTG TeleServices, Inc.

Sierra Club 1/1/02 - 3/31/02

Total money received by	Sierra Club	\$146,499		
Total fees paid to	MKTG TeleServices, Inc.	\$65,240		
Total net to	Sierra Club	\$81,259		
	fees paid to MKTG TeleServices, Inc.: prorated expenses			
	payroll	\$40,449		
	office rental pro rata share	\$3,262		
	telephone	\$5,219		
	utilities	\$0		
	postage	\$2,610		
	printing	\$5,872		
	fundraising registration	\$652		
	insurance	\$652		
	recruitment	\$0		
	depreciation	\$2,610		
	office	\$1,305		
	other overhead expenses	\$1,957		
	total campaign expenses*	\$64,588		
	MKTG TeleServices net for profit and admin overhead	\$652		
	Total fees paid to MKTG TeleServices, Inc.	\$65,240		
	*these expenses are based on MKTG TeleServices' ope	erating ratios.		

MKTG TeleServices, Inc. does not receive donated funds. All monies rec'd are as reported to MKTG TeleServices by the charitable organization.

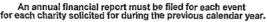
MAIL TO: Office of the Attorney General Registry of Cliaritable Trusts P.O. Box 903447 Sacramento, CA 94203-4470

STREET ADDRESS: 1300 | Street, Room 1130 Sacramento, CA 95814 Telephone: (916) 323-5079

COMMERCIAL FUNDRAISER FOR CHARITABLE PURPOSES

2000 ANNUAL FINANCIAL REPORT (California Government Code Section 12599)

Failure to file annual financial report by January 30 annually for each calendar year of solicitation may result in fines or filing penalties as defined in Government Code Section 12586.1 (Recently enacted).





WEBSITE ADDRESS: http://caag.state.ca.us/charities/	for each charity solicited for duri	ng the previous calendar year.	j	
Name and Address of Commercial Fundraiser:		Name and Address of Charitable	Organization or Cha	ritable Purposes:
CF Number <u>CF-436</u>		CT No4332 F	.E.I.N. No	4-1153301
MKTG TeleServices, Inc.		Sierra Club Name of Charity		·
Name of Commercial Fundraiser		85 Second St., Second	w 171 com	
101 Continental Blvd., Suite 4	.00	Address of Charity	O LICOL	
Address of Commercial Fundraiser				
El Secundo, CA 90245 City, State, and ZIP Code of Commercial Fundraiser		San Francisco CA C	4105	
	held (on) (from)4/1/02		2/31/02	200
(Type of Activity)	inclus (only (norm)	(Date or dates must be shown)		
REVENUE A. Cash contributions		A.		
B. Entertainment sales or admission charges	_	B.		
C. Sales from products	-	C.		
D. Advertisement sales E. Membership fees	_	D.		
F. Other sources: (Specify)				
a		Fa.		
b		Fb.		
d		Fd.	574	8-2
G. TOTAL REVENUE			$\frac{\sqrt{14}}{1}$	<u> </u>
2. EXPENSES (see attached)			'	
A. Fees or commissions attached) B. Salaries		A. B.		
C. Payroll taxes	_	B.		
 D. Employee benefits 	_	D.		
Cost of merchandise for resale Cost of entertainment	-	E.		
G. Postage		G.		
H. Advertising	_	Н.		
I. Telephone	-	l.		
J. Rental of equipment K. Facilities charge		J.		
L. Permits		L.		
M. Other expenses: (Specify)		Mo		
a		Ma. Mb.		
C		Mc.		
dN, TOTAL EXPENSES		Md.	_ \$428,80	2 N.
	r charitable nurnoses		\$145,38	
Distribution or net to charitable organization o				<u></u>
 (a) Is any officer, director, partner or owner of the the Commercial Fundraiser has contracted 		miated with or control, directly or in-	uirectly, the charitat	ole organization for which
[] Yes No If "yes," complete	e the following:			
Name of officer, director, partner or owner of Commercial Fundraiser	Name and addres charitable organiz		Relationship of o	
			10 01141111110 015	juli industri
(b) For each affiliation identified in 4(a), attacl	h copy of the contract between the com	mercial fundraiser and the charity		
Under repelties of an have exe	amined this report, including accompan	ying documents, schedules and si	atements, and to the	e best of my knowledge
	Paul S. Papich	Sr. VP	~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~	1102
Signature of authorized officer (Commercial Fundralser)	Printed Name	Title	b	ate
7	ganization for verifying the distribution.			
1	Dalial Com	My Besitu	The Sacra	ha.
;	Printed Name	100 1000000	in ració	109
,	Timed Manne	λ , ι		are:U
-	Lynn Daith	HSSIS+AN	+ Jeerest	ary
			-	-1- /
	Printed Name	Title	D	ate /

Attorney General's Registry of Charitable Trusts

APR 02 2003

BECELVED

401171

MKTG TeleServices, Inc.

Sierra Club

2002 Telefundraising Campaign

Total money received by Total fees paid to Total net to	Sierra Club MKTG TeleServices, Inc. Sierra Club	\$574,183 \$428,802 \$145,381
	fees paid to MKTG TeleServices, Inc.: prorated expenses	
	payroll	\$265,857
	office rental pro rata share	\$21,440
	telephone	\$34,304
	utilities	\$0
	postage	\$17,152
	printing	\$38,592
	fundraising registration	\$4,288
	insurance	\$4,288
	recruitment	\$0
	depreciation	\$17,152
	office	\$8,576
	other overhead expenses	\$12,864
	total campaign expenses*	\$424,514
	MKTG TeleServices net for profit and admin overhead	\$4,288
	Total fees paid to MKTG TeleServices, Inc. *these expenses are based on MKTG TeleServices' operation	\$428,802 ng ratios.

MKTG TeleServices, Inc. does not receive donated funds. All monies rec'd are as reported to MKTG by the charitable organization.